

Date: September 1<sup>st</sup>, 2023

### **Current Position Summary**

<b><u>Job Title:</u></b>	Independent Sales Representative [Uncapped Earning Potential]
<b><u>Hiring deadline:</u></b>	December 15 <sup>th</sup> , 2023
<b><u>Location:</u></b>	Ontario, Remote
<b><u>Pay Structure:</u></b>	Commission on sales
<b><u>Company:</u></b>	Circuit Lighting Inc.

### **About Us:**

We are a team of Energy Consultants who are passionate about helping our clients make the best lighting upgrades that enhance their facilities and lower their costs!

Our energy experts, engineers and installation technicians are enthusiastic about finding ways to reduce our clients energy consumption while bringing their vision to life with our state-of-the-art lighting and controls upgrade projects.

Our vision is to be recognized as the most reliable and technologically advanced lighting upgrade engineering and contracting company in the southwestern Ontario region, offering products and services that are essential to Canada's evolving economy and various industries.

### **Job Description:**

#### **Position Overview:**

We are seeking a highly motivated and results-driven Independent Sales Representative to join our team. As an Independent Sales Representative, you will play a crucial role in expanding our market presence and driving revenue growth. You will be responsible for identifying and acquiring new clients while nurturing and maintaining relationships with existing customers.

#### **Key Responsibilities:**

- Prospecting and Lead Generation:
  - Identify and research potential clients and markets.
  - Generate and qualify leads through various channels, including cold calls, email outreach, networking, and referrals.
- Sales Presentations and Product Knowledge:
  - Effectively communicate the features, benefits, and value of our products/services to potential clients.
  - Conduct compelling sales presentations and demonstrations.

- Customer Relationship Management:
  - Build and maintain strong, long-lasting customer relationships.
  - Understand customer needs and provide tailored solutions.
  - Address customer inquiries and concerns promptly.
- Sales Targets and Reporting:
  - Set and achieve sales targets and goals.
  - Maintain accurate and up-to-date records of sales activities, leads, and customer interactions on company CRM database.
  - Provide regular reports on sales performance and market feedback to the management team.
- Market Analysis and Competitive Intelligence:
  - Stay informed about industry trends, market conditions, and competitor activities.
  - Use market insights to develop sales strategies and identify growth opportunities.

**Qualifications:**

- Proven track record in sales, with a minimum of 1 years of related work experience (industry-specific experience preferred).
- Strong communication, negotiation, and interpersonal skills.
- Self-motivated and able to work independently with minimal supervision.
- Ability to meet and exceed sales targets.
- Excellent time management and organizational skills.
- Proficiency in CRM software and Microsoft Office Suite.
- Willingness to travel within southern Ontario region as needed.

**Benefits:**

The position of Independent Sales Representatives includes uncapped commissions on project sales, and bonuses based on quarterly reviews, flexible work arrangements, and training.

**How to Apply:**

Interested candidates are invited to submit their resume, along with a cover letter detailing their relevant experience and why they are a good fit for this role on LinkedIn and to [careers@circuitlighting.ca](mailto:careers@circuitlighting.ca) by email

**Deadline for Applications:**

February 28<sup>th</sup>, 2024